

Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

### **Education Corner**

This year C.A.R.'s Reimagine Conference will be a virtual conference! This October event is being offered for free. Follow this link for more information or to register.

August 26 | 10am

# Defending Your Commission

Instructor: Michael Soon Lee





#### What's New with ADUs in 2020 September 2 | 10-11:30am | Virtual Class

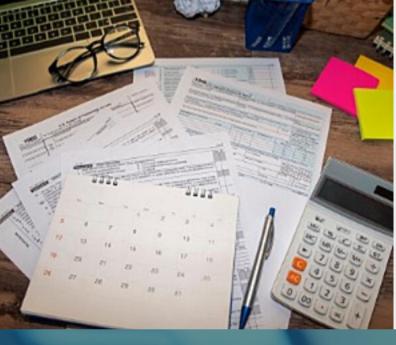
The demand for ADUs has increased as COVID-19 has caused many people to consider building a second unit on their property. In this seminar Ron Chin will provide information you need to assist clients who want an ADU.

Identifying Red Flags on Preliminary Title Report

#### September 1 | 10:30am-12pm | Virtual Class

A "red flag" is a signal to pay attention! Certain situations may cause delays or other problems within an escrow. Join Sally Andreetta as she provides examples to be aware of during a sale.





#### **Tax Strategies: Keep More of Your** Money in 2020

September 10 | 10am-12:30pm | Virtual Class

Because tax laws and policies continue to change, agents and their clients need to regularly revisit tax planning strategies. Maine Shaffer will teach you how to navigate 2020 tax deductions.

September 25, 1pm **Guide to the RPA** and Associated **Documents** INSTRUCTOR - GOV HUTCHINSON

## **Virtual Class Schedule**

**Monday** 2-3pm - The Basics of Paragon August 24 10-11am - Webinar: Discover the Power of LionDesk for Bay **Tuesday East** August 25 Wednesday **10am-12pm -** Defending Your Commission 11am-12pm - Intro to zipForm® Edition August 26 **2-3pm** - <u>zipLogix™ Digital Ink 2.0</u> **Thursday** 9:30-10:30am - Advanced zipForm® Edition 1-2pm - Webinar: Discover the Power of LionDesk for Bay August 27 **East Grab n Go -** How to retrieve or change password on Paragon **Friday** August 28

View upcoming webinars and class statuses on our website.







